

ROUTING AND TRANSMITTAL SLIP

Date

24 February 1989

TO: (Name, office symbol, room number,
building, Agency/Post)

Initials

Date

1. DIRECTOR OF INFORMATION TECHNOLOGY

2.

3.

4.

5.

| Action | File | Note and Return |
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| Approval | For Clearance | Per Conversation |
| As Requested | For Correction | Prepare Reply |
| Circulate | For Your Information | See Me |
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| Coordination | Justify | |

REMARKS

FYI

CC: OS/ISG

DO NOT use this form as a RECORD of approvals, concurrences, disposals,
clearances, and similar actions

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Room No.—Bldg.

Phone No.

EXA/DDA

OPTIONAL FORM 41 (Rev. 7-76)

Prescribed by GSA

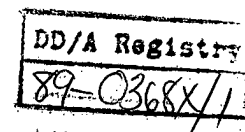
FPMR (41 CFR) 101-11.206

GPO : 1987 0 - 196-409

STAT


DD/A REGISTRY

FILE: Pub-8-AR



99 Tulip Avenue
Floral Park, New York 11001
[516] 352-9490 ■ Fax: [516] 352-2219

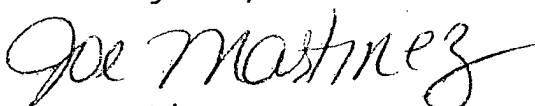
02/15/1989

~~William Donnelly~~
CIA
Attn:  ODA
Washington DC 20505

You are cordially invited to:
The Computer Channel presentation of:
PC Communications "89
Four hours live via satellite with industry experts!
Thursday, March 23 from 11:30am to 4:00pm
Northern Virginia Community College
Admission for this exclusive event: \$200

William, limited seating is available on a "first come, first served" basis. For information about group discounts and registration, please contact our staff at 516-352-9490, and ask about Event 232DC.

Best regards,

A handwritten signature in cursive script that reads "Joe Martinez".

Joe Martinez
Director of Special Promotions

DD/A REGISTRY
FILE: 60-7

INDUSTRY RESEARCH SERIES

NETWORKWORLD**PC COMMUNICATIONS '89**

Moderator: Bruce Hoard, NetworkWorld
T. Travers Waltrip • Charles Lamberson
William F. Zachman • Larry DeBoever

March 24, 1989**11:30am-4:00pm, EST****• Benefits**

Can you answer these questions?

- What is the best kind of local area network for personal computers?
- How easy and expensive is it to link disparate personal computers on a local area network?
- What is the current state of the art in micro-to-mainframe links?
- How can MIS managers make sure various personal computer networks are integrated with corporate networks?

- How does OS/2 and LAN manager fit into the overall systems applications architecture (SAA) picture?
- How can you evaluate network operating systems?
- How truly networkable is Apple's Macintosh?
- How can users make the best use of repeaters, bridges, routers and gateways?
- How does the IBM PC environment compare to the Mac PC environment?
- How does Structured Query Language fit into the communications picture?
- PC futures: What's beyond 386 technology? What's the future for imaging and CDRom?

• Purpose

According to International Data Corp. 6.2% of PCs were networked in 1986 while 66.9% will be networked by 1992. The burden of this radical shift in use will fall directly upon the shoulders of MIS and communications managers. The purpose of this seminar is to familiarize both technical management and staff with the various hardware and software methods of networking PCs, with a hard look at advantages and disadvantages.

• Audience

This seminar is designed for all technical managers, engineers and technical staff responsible for corporate telecommunications and data communications, whether it be in the MIS or communications departments.

Syllabus**Local Area Networks**

- The Promise and Reality of IBM's Token Ring
- How AT&T's Starlan Competes
- Is IBM Working on Ethernet Support?
- Apple's Networking Protocol

Network Operating Systems

- Microsoft's MS-DOS
- Banyan's Vines
- Novell's Netware
- 3Com's 3Plus

Wiring

- The Potential of Twisted Pair
- The hazards of IBM and Northern Telecom's Cabling Systems and AT&T's PDS

Control

- How to Take Control of Isolated Work Area Networks
- Integrating LANs Network Management
- How to Cut Through Vendor Claims

3270 Emulation

- Irma Grows Old

PC Servers

- Dedicated versus Nondedicated PCs
- Multiuser Software Packages
- Network Security
- Getting the Best Price Performance
- IBM versus the World

T. Travers Waltrip**Charles Lamberson****William F. Zachmann**

T. Travers Waltrip is vice president of Telecommunications with the Travelers in Hartford, CT., a position he has held since joining the company in 1983. His current responsibilities include all hardware, software and facilities; all voice and data requirements; and all planning, design and implementation and operations. He manages a team of over 200 professionals and an annual operating budget of \$200,000,000.

Charles Lamberson is a systems analyst at E.I. Du Pont de Nemours in Wilmington, DE. He has been involved with data communications for several years, first in mainframe networks and most recently in local area networks. He has just completed leading the effort to install a 700-user Token Ring local area network, which is connected to multiple vendors' mainframes.

Will Zachmann is president of Canopus Research, an information industry market research and consulting company. Formerly senior vice president at International Data Corp., he writes PC-related columns for a number of computer industry publications, and frequently speaks at trade shows and conferences.

Larry DeBoever**IBM****Apple Computer, Inc.**

Larry Deboever is president of Deboever and Associates, a consulting and seminar company. Larry consults for a number of large clients, including Microsoft, and is currently conducting a DEC-to-IBM connectivity conference.

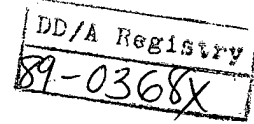
IBM will provide an appropriate speaker from its Token Ring Network product management group.

Apple will also provide an appropriate speaker to discuss Apple connectivity, including its Appletalk LAN and Macintosh links to DEC and IBM.

The Computer Channel, Inc.
Spring 1989; Preliminary Schedule

| Course Title | Speaker | Date |
|---|--------------------------|-------------|
| April | | |
| The Great CASE Debate | Tim Lister, Moderator | 4/7/89 |
| Computer Maintenance: A Management Strategy | Dale Kutnick | 4/14/89 |
| Disaster Recovery | TBD | 4/18/89 |
| Automated Network Management | Jim Herman | 4/21/89 |
| SQL Programming | Shaku Atre | 4/28/89 |
| CASE Software Review | TBD | TBD* |
| May | | |
| Decisions '89: An Executive Briefing for MVS Users | Pat Artis | 5/5/89 |
| Corporate Connectivity | John McQuillan | 5/12/89 |
| Networks in the Nineties | Len Kleinrock | 5/19/89 |
| LANs: Now and in the Future | Charlie Bass | 5/25/89* |
| ATT Futures | Dale Kutnick, Meta Group | TBD |
| June | | |
| Computer Security | TBD | 6/6/89 |
| Leveraging Corporate Telecom for Strategic Advantage | Dixon Doll | 6/9/89 |
| Data Base: Challenges and Opportunities | Shaku Atre | 6/16/89 |
| Understanding the IBM Environment | Howard Dowding | 6/20/89* |
| Information Resource Management: Creating a Plan | Robert Holland | 6/23/89 |
| Expert Systems Software Review | TBD | TBD* |

* Not confirmed; some programs may be cancelled or delayed until Summer.



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02/10/1989

William Donnelly
CIA
Attn: DDA
Washington DC 20505

Dear William:

I am sorry that we could not connect on the telephone this past week. I have been trying to reach you to discuss if CIA is interested in participating in several research conferences and seminars that will be presented on The Computer Channel.

The Computer Channel was developed as a way for companies to keep pace with changing technology. Our programs are broadcast live via satellite directly to your office.

Companies like AT&T, Aetna, DuPont, Federal Express, and hundreds like them have found that having the industry's best experts -- Dale Kutnick, John McQuillan, Gartner Group, Dataquest and others -- combined with the convenience of your office has a real payoff.

William, please give us 5 minutes of your time to explore the benefits, our upcoming programs, and the extremely affordable pricing of our service. Call me as soon as possible.

Sincerely,

Ross Holt
Ross Holt

An affiliate of:

